

Army of Oil Stock Salesmen Is Giving Tulsa a Black Eye

Splendor and Wonderfulness of Magic City Is Flaunted Before Eyes of Distant Investors by Those Who Would Dispose of Paper.

(By KNIGHT P. DOUGLAS)
Tulsa, the oil industry and this section of the state is suffering greatly at the hands of company stock salesmen who are canvassing eastern and northern states in an effort to sell to the unsuspecting uninformed people of those sections of the country stock in companies which boast of the millions to be made by their stockholders when the overdue ship of gold comes in. At least this is the opinion of many Tulsans who have returned from summer trips thru these sections of the country where they have had an opportunity to study conditions and watch the methods pursued by these peddlers of questionable oil stocks.

That this city is being made the "goat" in these transactions is evident from the fact that returning Tulsans are able to tell of many visitors in the east and north, persons who, upon learning that the business men were from Tulsa, called to ask questions and secure additional data on developments in this section of Oklahoma.

Reaping Golden Harvest.
In speaking of a dozen callers he had while in the city of Chicago, a Tulsa attorney declared that from all indications peddlers of oil stock in that city are reaping a golden harvest.

"I had been in Chicago but a day when a man called at the hotel and asked to see me for a few moments," this attorney said. "As soon as he was admitted he asked me to tell him more about the oil business and especially the opportunities presented to a man who would invest a couple of hundred dollars in a company which was selling stock in that city."

"I asked him the name of the company, the price of their stock and the location of the lands they are holding for development."

"The company was one which has headquarters in Kansas, the price of the stock was \$1 a share and the land they are offering is located in the southern part of the state. Yet this man wanted to know from a Tulsan what were the prospects."

"After finding out from my visitor what he intended to do, I suggested that he could spend \$200 to no better advantage than to invest it in his home city, where he could watch it. Even the suggestion by me that he was in line to lose the whole of his investment angered him and he expressed me as being of the opinion that I was trying to keep him from 'taking a chance' that I might get in instead."

The facts in the case, as explained by those who have watched the work of these stock-selling companies, are that Tulsa is now receiving punishing blows about the body which will surely turn to black and blue spots within a short time.

Many Salesmen.
A company with headquarters in Oklahoma or Kansas will send a corps of stock salesmen throughout the east to sell stock in the newly organized company. These stock salesmen to begin with receive 40 cents of every dollar's worth of stock sold. They are furnished with millions of pieces of literature, all dealing with the great development of Tulsa, the pictures of the oil fields are those adjacent to Tulsa. The pictures of the refineries they present to their prospective customers are of Tulsa enterprises. The examples of men made rich thru oil are Tulsa men; and the victims are told that what has been done by a Tulsan on a few dollars can be done by a man from Ohio, New York or Pennsylvania with the same amount.

If the prospective buyer of the stock hesitates, and providing he looks as tho he were "worth it," he will be asked to come to Tulsa and see the land which is to have an interest in as a stockholder in the company. The fact that the land in question is perhaps two hundred miles from Tulsa does not enter into the calculations of the stock salesman.

Once the prospective stockholder is in Tulsa, he is taken for a tour of the city. He is shown the new buildings going up, the handwork of some man who has made a stake in oil. A trip thru the refining section of the city impresses him with the wonderful developments and possibilities. His expenses are paid (out of the money he later will contribute) and he is astonished at the millions in the

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Real Wonder-Worker For Wrinkled Faces

Those who have tried all sorts of so-called "wrinkle-removers" in a vain effort to lose those unwelcome traces of age, illness or worry, can now find words to express their delight with the wonderful saxolite formula, once they have given it a trial. The success of this method is due not alone to its marvelous effectiveness—upon the deepest lines and crowfeet, as well as upon the very fine ones—but also to its surprisingly quick action and its entire harmlessness. Its simplicity and its inexpensiveness are other commendable features, for one need only dissolve an ounce of powdered saxolite in a half pint with water, and bathe the face in this solution. At once a remarkable transformation is effected. It is not only the effect on wrinkles and creases that is so noticeable, but facial contour is remarkably improved and the face looks much younger. One should be sure to ask the druggist for the powdered saxolite. The lotion, being so refreshing, is particularly grateful to tired faces.—Adv.



Helen Holmes in a new serial, "The Lost Express," opening at the Lyric theater Monday (tomorrow).

banks, the building permits and the increasing population of Tulsa.

In the Tulsa Field.
Then he is informed that they will go to look over the property of the land owned by the company of which he is soon to be a stockholder. The trip is begun about noon and through the afternoon he travels thru forests of derricks and tank farms. He is in the very heart of the Tulsa oil field.

By morning he arrives in the southern part of the state and is rushed from the train to a waiting automobile and then to the "Indian land" which his company has secured at a huge figure. What has been done in the other fields can be done with the piece of land on which he is now standing. Quick—a check book, a fountain pen and the deal is closed.

Two years from now legitimate companies will go thru this same section, attempting to sell stock. A legitimate agent, making but a small percentage on his sales will call upon this same man from the east or north. He will present his proposition. It is safe for 22 per cent interest on the investment; (the other fellow guaranteed 80 per cent). Before he has hardly begun to unfold his credentials he will be tossed into the highway rudely informed that the public of that section has been bitten once.

Tulsa Will Suffer.
The market for stock in that section, as far as legitimate stock is concerned, will be lost. And as a result the men, the companies and the interests which have built Tulsa will suffer. Tulsa will suffer.

The companies now flooding the north and east with these stock salesmen and their \$1-a-share stock have not the courage to open offices in Tulsa. To do that would be to place their transactions before the people here who understand and are capable of seeing thru many of their schemes. Therefore, other cities in this state where no oil exists, cities in other states are made the headquarters, but the material for selling the man in some other state is collected here, and the man who contemplates entering the game is led to believe that he is to rub shoulders with the people of this city.

The awakening is a financial loss to him and an enemy made for Tulsa and the men who go out with a clean-cut proposition in an effort to sell legitimate stock.

The big event of the past week was the first Goldwyn release, "Poly of Circus," with Mae Marsh in the leading role. Capacity business was the rule during the engagement at the Majestic theater.

EAT WHAT YOU WANT WHEN YOU WANT IT

People who consistently deny their appetite some particular dish appealing especially to their palate, because indigestion has always meant subsequent suffering will think this a strong statement. It is a fact, however, that most people can, without fear of distressing consequences, indulge the appetite within reason if the bowels are active and regular.

Heavy dinners and late suppers can be enjoyed with impunity if, before retiring, one will take a spoonful of Dr. Caldwell's Syrup Pepsin, a mild combination of simple laxative herbs with pepsin that digests food, keeps the bowels active and regular. Get a bottle of Dr. Caldwell's Syrup Pepsin from your druggist and keep it in the house. Use it occasionally and you will find you can eat almost anything you like without fear of consequences. A trial bottle can be obtained free of charge by writing to Dr. W. B. Caldwell, 456 Washington St., Monticello, Illinois.

Film Flashes

The players of the American Film company, Inc., were more than generous when someone suggested that the Santa Barbara company of Stewart Edward White's corps of field artillery might like a few luxuries such as candy and tobacco while they were in training. Mary Miles Minter has a weakness for good bonbons herself and she wrote down her famous name for a candy account to purchase sweets for the boys. William Russell knows what a good smoke means to a tired man and he followed suit. The fund was augmented by similar generous contributions from Gail Kane, George Perigal, Francis Billings, Alan Forrest, Harvey Clark, Clarence Burton and Spottiswoode Aitken. The boys in camp are now smoking American Film tobacco and nibbling American Film candy with many thanks.

Miss Ada Gleason, who appeared in support of William Russell in "Shackles of Truth," has been re-engaged by the American Film company to play a role in "Lucky Jim."

William Russell, American Film star, has bought a bunch of mules. Next time the government asks him if he owns a mule he can answer in the affirmative.

Mary Miles Minter loves to tell fairy stories to children when she can gather a group of them about her. That is why she enjoyed playing in "Charity Castle," because she could tell fairy tales to her brother in the play.

Juliette Day likes to take a day off and go right down into her white-tiled and electrically-fitted kitchen and cook. She buys every electrical kitchen device as soon as it is invented and her kitchen is as dainty as a boudoir.

Gail Kane is emotionally affected by color. She says blue rests her yellow makes her feel cheerful and green makes her mentally alert.

Marguerite Fischer is an expert on mushroom culture. She knows the first name of every edible fungus and could write a text-book on the growth and discovery of mushrooms if she chose. Only she tells you what the proper name for them is "edible fungus." And we've always called them "mushrooms!"

Any Jerome is one of the prettiest of the new screen girls. She came to a several months' contract with the Mena Film company from an engagement at the Fox studio. Previous to that she had been thru the orient, Australia, and had made several trips to the Hawaiian Islands with a musical comedy company. Among her other accomplishments she holds a swimming record in the Hawaiian waters.

Joe Ryan, who plays the lead opposite Anita King in the latter's first Mutual feature, is going a popular western screen lead one better by his use of the get-out instead of the Just how the versatile Joe Ryan accomplishes this must be seen to be appreciated.

William Russell began work this week on a western comedy-drama written by his director, Edward G. Selman. The initial scenes are being made in the American Film studio at Santa Barbara, the majority of the new Russell feature will be made in mountain locations.

Here's a film title with a lot of pep. "They're Off." It's a red-hot racing story, and Enid Bennett rides a big black horse to a punishing finish.

Louise Glaum will soon appear in a picture similar to her famous "Wolf Woman." Some of the most original sets ever used for screen purposes have been constructed at the Triangle Culver City studios. Louise wears "some" clothes in this new play, which is called "Idolaters."

"Wee Lady Betty" is an Irish play in which Bessie Love carries off all the honors. It's getting to be a habit with her.

Madge Kennedy, star of "Twin Beds," "Fair and Warm," "Love Night" and "Little Miss Brown," is now the star in "Baby Mine," the second Goldwyn production scheduled for an early showing in Tulsa. Margaret Mayo, the author of "Poly of the Circus," also wrote "Baby Mine," and is acknowledged to be the greatest writer of farce comedy successes in the entire world.

Norma Talmadge, after a long absence from the screen, will shortly appear in a strong emotional role in "The Law of Compensation." This is said to be Miss Talmadge's best work.

One of the big film novelties of 1917 is "The Silent Master," based on E. Phillips Oppenheim's thrilling drama, "The Court of St. Simon." Robert Warwick—handsome brute—plays the lead.

OLDEST HOUSE IN THE U. S.
It Was Built at Dedham, Mass., by Jonathan Fairbanks in 1636.

The oldest frame house now standing in the United States is believed to be the Fairbanks house in Dedham, Mass., built by Jonathan Fairbanks in 1636. It is this house that the Fairbanks "couple" from all over the United States gather every year in reunion. The sixteenth reunion was held last week, when some five hundred descendants and guests were present. During the last seven summers more than thirty thousand per-

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sons have visited the historic landmark from 44 states in the union and 22 foreign countries.

Mr. and Mrs. Jonathan Fairbanks, with their six children, came to Boston from Sowerby in the West Hind of Yorkshire, England in 1633, and three years later moved to Dedham, where they erected what is now the central portion of the Fairbanks house, two wings having been added, one in 1648 and the other in 1651.

Timbers used in the old house were brought by Mr. Fairbanks from England, and the bricks in the chimney are said to have come to this country as ballast in ships. No two windows in the house are of the same dimensions and, contrary to colonial custom, neither the huge chimney nor the front door are exactly in the center of the house.

The front door, which is entered from the east, is unusually low and leads to a tiny entry eight feet in width and three and one-half feet in depth. Out of this diminutive hall lead no less than five doors.

The parlor to the right as you enter was plastered by later generations and in other ways is more modern. But the kitchen, to the left of the entry, is truly antique. The visitor's attention is here attracted by a fireplace originally seven feet two inches in length and five feet in height. An oven was installed in later years, making it considerably smaller. From the fireplace hang a bellows, tongs and various cooking utensils peculiar to modern times. The imported timber shows prominently in the ceiling of this room.

A winding staircase leads from the entry to the second floor, where there are two rooms, one a bedroom and the other a spinning room, where an old hand loom may be seen. Many yards of plaster-clay, used by the colonists as further protection from the wintry blasts, may be seen wicked into the ends of the attic.

The wing on the northerly side of the original house, which was built in 1648, was the home of John Fairbanks, the eldest son, who was married in 1641. From the fireplace in the larger room still hangs a wooden crane five feet long, and on this crane were suspended grease lamps called "widders" or "old Betsy" to light up the room during the long winter evenings. A small living room adjoins.—Christian Science Monitor.

Here, Boys, Get Busy!
Louise Glaum, Triangle "peacock" star, is gathering cigarette for the "Sammy" in Europe. Whenever she spies an actor taking nicotine refreshments between scenes she rushes up and delivers her carefully rehearsed plea. "Think of the soldiers in the trenches torn from their fam-



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